

**RACE HORSE NEGOTIATION**  
**Confidential Instructions**  
**Jockey's Agent**

You are an agent who represents jockeys in the thoroughbred racing industry. One of your clients is Christo Lines, a British jockey who has been riding races in America for the last three years. Yesterday, you received a call from the race horse trainer for Calamite Stables, asking you to meet and discuss the possibility of Christo riding the colt, Flashdance, in the Kentucky Derby. You know that the Calamite Stables' regular jockey suffered a shoulder separation four weeks ago, so your guess is that the injury is not healing well. The Derby will run in three weeks, and most top jockeys have committed to other mounts in the race.

When you discussed the call with Christo, he was overjoyed. He has felt rather discouraged about breaking into the successful ranks of American racing. He has not been able to attract top horses or a steady barn, although he has done quite well on the mounts he has ridden. If Christo can ride a horse like Flashdance, already named two-year-old Race Horse of the Year, in a race like the Derby, it could make his career. Christo knows he is getting on in years and he needs a break now or it will be just too late.

Christo is so desperate for this opportunity he has told you that he would be willing to ride Flashdance in the Derby for free. He said, "It's my last chance. I'll do it for nothing if that's what it takes." You know that Christo is hurting for money, however, and free rides don't do anything for your commissions, so you want to get him the best deal you can. Usually, Christo gets \$2,500 to \$5,000 per race, but he did get \$10,000 to ride the Kentucky Oaks last year. The Kentucky Oaks is a top race for three-year-old fillies with a purse of \$1 million split among the top three finishers in which the winner gets \$600,000. The Kentucky Derby purse is \$2 million and the winning horse gets \$1.4 million. So the money for riding the Derby should be higher yet, or at least it would be for a real "name" jockey. You do know that a contract to ride all three races in the Triple Crown – the Derby, the Preakness, and the Belmont – earned another jockey whom you represent \$45,000 last year.